

Farmers Coop & Comark | Alfalfa | Sulfur & Zinc | Herbicide Tolerance

Farmers Cooperative Elevator Company

PARTNERS IN PRODUCTION

Quarter Two | 2015

THE FARMER HAS
TO BE AN OPTIMIST,
OR HE WOULDN'T
STILL BE A FARMER.

Will Rogers



At this time of year, a farmer's checklist is long and unending. From spraying to sowing to preparing for harvest, the work must be done diligently all with the hope that the things out of one's control fall into place at the right time in the right way.



Board of Directors



Chad Basinger
Chairman



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Director



Leon Zogelman
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www.gardenplaincoop.com

"OUR MISSION IS TO BE A PROFITABLE, QUALITY SUPPLIER OF AGRICULTURAL PRODUCTS & SERVICES"

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PURINA CHECKER BOARD CUSTOMER/APPRECIATION DAY SATURDAY, MAY 2, 2015

Join us at the

Garden Plain location from

11:00 A.M. - 12:30 P.M.

for lunch, door prizes, and a chance for us to say THANK YOU for all you do for Farmers Coop!

DOING MORE TOGETHER

Farmers Cooperative and Comark

Terry Kohler



Farmers Coop is a member of Comark Grain, Comark LLC, and Comark Incorporated. We thought we would give you a condensed explanation of each company.

COMARK INCORPORATED
Comark Incorporated started in 1992 with members seeing the importance of working together for the common good of all. The members started with needs to purchase products as one rather than individually.

We were able to pool our needs and receive a better purchase price.

Comark Incorporated's purpose is to cover the costs associated with purchasing products and services for members. We try to assess charges for these services provided to simply break even financially at the year-end audit. All companies are required to perform a yearly financial audit by a licensed company.

As the years went by, the relationship grew into other ventures that benefited all members. One member service that stems from the startup company is in safety and compliance. As the safety and compliance requirements increased, so did our needs to have the expertise on staff to share with our employees. This in turn kept the companies in compliance with current rules and regulations in the In-

dustry. Several members share the services of an employee, Brandon Dills, who travels the members' locations and does specific site assessments.

COMARK LLC

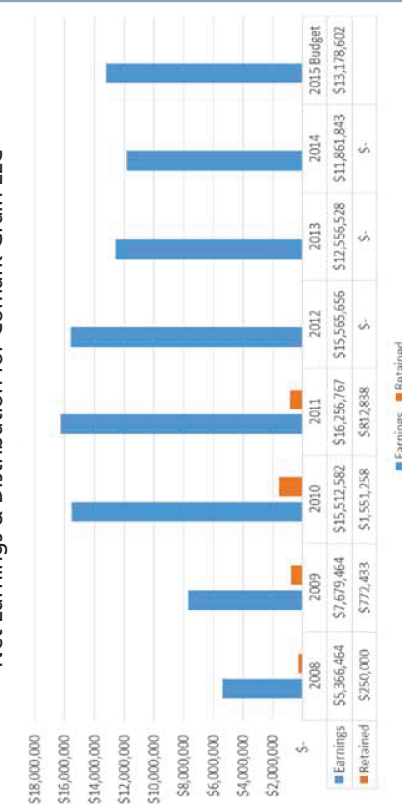
Comark LLC is the company that controls our liquid fertilizer storage plants located at Hazelton, Kellogg, outside of Oxford, and our newest plant at Conway Springs. The total storage of all of the plants is 22,500 tons. These plants help the members be more efficient with the logistics of moving the product in and out in a timely manner and taking advantage of purchasing in large quantities when the market is telling us to buy. The financial goal for Comark LLC is also to have the company break even at the end of the year. We charge members put through fees for tons of product moving in and out of the plants. These fees are meant to pay the operating costs of the company during the year. This company also has a year-end audit.

COMARK GRAIN

Comark Grain was formed in 2008 in efforts to gain the same efficiencies as Comark Inc. did in 1992—members doing more together than what we can do on our own.

As you can see by the graph below, the profits made by Comark Grain LLC are returned to the members. We did retain a small percentage of the profits for the first couple of years for the startup company; since the initial startup years, 100% of the profits have flowed back the membership.

Net Earnings & Distribution for Comark Grain LLC



2015 ANNUAL MEETING UPDATE

**Tony & Marge Bergkamp
Scholarship Recipient Named**



Congratulations to Ashton Pelz for being named the Tony & Marge Bergkamp Scholarship winner for this year.

Ashton is the daughter of Jami & Deb Pelz and is from the Clearwater area. Ashton plans to attend Hutchison Community College and major in Farm and Ranch Management. Her dream is to own and manage a ranch in the future, and we wish her the very best in whatever her future holds.

Dear Members,
On February 28, 2015, the Farmers Coop had a snowy evening to celebrate the 83rd year of operation with our members, guests, and employees at the Garden Plain High School gymnasium. The attendance was down due for the weather, but we had over 370 people in attendance for the meal, business meeting, and the evening entertainment with magician Max Armstrong. There were 170 members that participated in the business of the Farmers Coop. Those in attendance also heard Mike Meisenheimer of the auditing firm Lindburg, Vogel, Pierce, Faris of Hutchinson, Kansas present the financial statements for 2014. The members at the meeting reelected Ron Simon for a three year term as a board member. Troy Lorenz currently serving as an advisory member, was elected to the other expiring term that was held by Jon Kerschchen. Jon had served on the Farmers Coop board for the last nine years during the last year. 2014, the Farmers Coop board approved paying over \$564,162.95 of equities to the membership. The board also approved the cash disbursement of \$375,243.66 to the members to be distributed at the annual meeting. It does pay to be a member! The board is still able to keep within the seven year goal to revitalize the equity back to the membership. We will continue to work on that goal with some big years coming up.

We sincerely appreciate your membership and the business that you do with the Farmers Coop each and every year. Thank you for your patronage!

Respectfully Yours,
Terry Kohler

FROM THE BOARD CHAIRMAN Chad Basinger

Spring is upon us, and the days are getting longer, but we are still praying for some moisture to help this wheat crop and pastures along. The board is starting a new year again, and we are wanting to look at ways to continue to move the coop forward to be viable in the future years to come. What does this look like? What will the coop look like in five, ten, or twenty years? What will your farms look like in that same period? Will you still be in the business of farming or ranching, and if so, how will you position your operation to be viable?

If things continue on the path they have been on for the last 50 years, then the acreage you farm will be larger than it was 5 years ago. There will be less farms, dairies, and ranches that dot the

landscape than there are today. Sedgwick County has went from 200+ dairies to just under 20. Chicken and pig farms have all but been eliminated. All this has been done due to consolidation and the efficiency of size and location. Dairies have all moved to western Kansas or other states due to resources and location, and they milk hundreds, if not thousands, of cows around the clock for efficiency. Average farm size has been on the rise since the dust bowl. Instead of just a couple of 80s, farms now encompass thousands of acres.

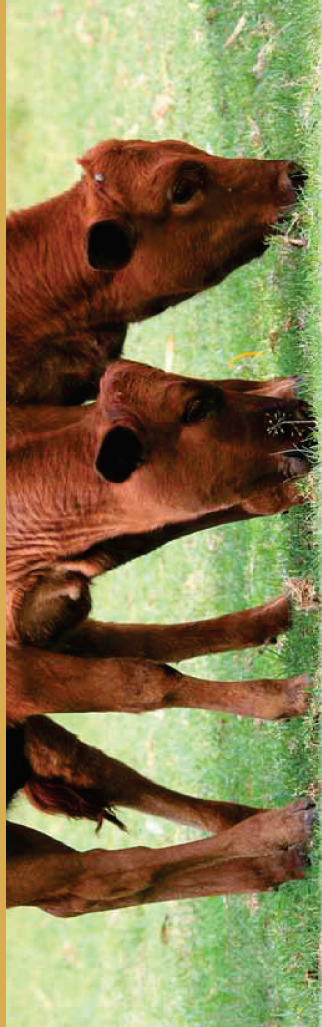
So what does this mean for your coop? We need to look at the direction the farms are moving to be able to meet the demands of those farmers in 10 years and beyond; to deliver a quality selection of inputs at a competitive price; to unload

your grain with speed and efficiency and have our elevators positioned to meet those needs; and to continue to grow our coop to help meet the needs of tomorrow's growing farmers. If the coop were just a small single location, we would have farmers that would be larger than the coop that was supplying the inputs and dumping their grain. As farms continue to expand and grow, so does your coop to meet the demands surrounding us. We will be focusing on ways we can continue "to be a quality supplier of goods and services" for the farmers of today and tomorrow.

The board would like to also thank Jon Kerschchen for his years of service and all the time and energy he has put into the coop over the last nine years. Thank you, Jon.

NEWS FROM THE FEED STORE

Joe Krehbiel



The first quarter of 2015 has been a record setter in the feed department. A big thanks to all our great customers for fulfilling their cube contracts and taking advantage of our mineral booking program.

Hopefully by the time this article hits the press, things have changed, but as of now, we are looking at another dry spring. One option to consider if this situation continues is an early weaning program for your calves. We have customers who have recently weaned with calves weighing under 400 pounds. These calves went to a creep starter program gaining around four pounds per head per day. After this phase, we can continue on a limit creep program with forage to keep calves growing until sale day. Early weaning takes nutrient pressure off the mother cow allowing her to maintain on poorer quality forage and/or dry grass.

Please give this program serious consideration as it does work. If early weaning is not your choice, creep feeding your calves on grass is a must to help accomplish much of the same outcome. Please give us a call as we are here to help you work through this situation.

Lawn and garden season is here. We have expanded our lawn and garden center now offering more in garden tools, sprayers, and fertilizer spreaders. We also have a large supply of cedar mulch, cottonseed hulls, potting soil, and fertilizers as well as all the insecticides and herbicides you might need.

Purina Checker Board Customer Appreciation Day is scheduled for May 2nd in Garden Plain. Come join us for a morning of fun, food, and great savings. Hope to see you then. Thanks again for your business!

Predicting Future Energy Prices Susie Graber

What would you have said if someone told you a year ago that you could contract diesel in 2015 for \$2.20/gallon? I would have laughed out loud! We were all surprised by this drastic drop in the petroleum markets. Wouldn't it be great if we could predict the grain and petroleum markets? Of course, there are all kinds of economic "experts" we can follow.

In February when it looked like we had hit bottom, I looked to see what these experts were saying. On February 9, a headline in the Wall Street Journal read "Oil-Price Rebound Predicted." This article relied mostly on reports from the International Energy Agency (IEA). Their prediction is that spending cuts by oil producers and a sharp decline in the number of rigs drilling for crude in the U.S. will likely slow the nation's oil output growth, spurring a rebound in prices. OPEC is also predicting less U.S. output allowing them to regain a part of the market share in petroleum products.

One week later on February 16, the Bloomberg View had a headline "Get Ready for \$10 Oil." The thoughts in this article were just the opposite. They are predicting increased U.S. production from hydraulic fracturing and horizontal drilling. Their opinion is also that OPEC's power is eroding along with stability in parts of the Middle East. With the increase in drilling efficiency, global oil output will rise in the next several years adding more pressure to the prices.

I found a great quote about predicting future energy prices from a former ConocoPhillips executive, William Reilly's advice on issuing "firm" predictions about things as volatile as oil prices was, "Make them for a period well beyond your own retirement."



CONSOLIDATING TOWARDS THE FUTURE

Terry Kohler

The consolidation phase of agriculture is happening again. It didn't just start yesterday, but it has been gaining momentum lately. It may be at the farm gate with you or your neighbor's farming operations. It may be at retail outlets in and around your area of service—machinery repair shops and dealers, "gas stations" as they used to be called, propane and other fuel suppliers, seed dealers, feed operations, grocery stores, and other businesses in the area. How many did there used to be? How many are there now? How many will there be in five years? Where will we fit in and should we try to adapt or stay the same?

These are all topics that kept our interest recently at future planning sessions. During the last three months, the Farmers Coop employee group, the Farmers Coop board of directors, and the Comark board members and management all held individual planning sessions. These sessions focused on the future vision of each group. It was interesting to see some of the common topics that the groups came up with between the different sets of stakeholders involved.

Where do we see the future of our business? Do you think the future will look the same as it does today?

Today, we are seeing our trade territory go through some drastic changes. A lot of this is happening to our north and west. It seems like some of these moves are noted as cost cutting restructuring, some are strategic alliances with others, and some are predatory aggressive moves from fellow cooperatives that do not own facilities in these areas. Through the years of grain origination, we have seen some grain companies and crop production companies come and go as the stockholder focus or vision changes. And with this said, we see some come back into the area with shared ownership of facilities again!

We will see what shakes out in the near future, but we are certain of one item: the landscape will be changing VERY soon. The question is will this change be better for the producer in the long run? As we all understand, it is impossible to answer that today. However, we should go back to the reason that farmer cooperatives were formed as local cooperatives in the first place. The main reason was to compete with large, independent companies that had the farmer in between a rock and a hard place. These competitors were making excessive profits at the farmer's expense. Overall competition is good and necessary but be wary of one company that does it all and has shown that it is not here for the long haul.

The Farmers Coop will also change over time like most businesses. We have in the past and we will continue to in the future. Our focus will be a continued presence in our existing trade territory and beyond. Thank you for your support in the areas we serve! We appreciate you!

CCGP

The CCGP elevator has enjoyed the shared ownership by the Cairo Coop and the Farmers Coop since 2000. Each cooperative has had a 50% share of ownership of the 2,011,000 bushel terminal elevator located at 1940 North Topeka in Wichita.

CCGP is also a member owner of CoMark Grain LLC. On February 6, 2015, the Farmers Coop purchased the 50% ownership of Cairo Coop to bring CCGP wholly owned by the Farmers Coop. The Cairo Coop has shown interest in selling their respective share of ownership in the elevator for a period of time. After the due diligence by both parties, the owners agreed to this sale and purchase. Cairo and the Farmers Coop still share in a joint ownership of a fertilizer storage facility in Hutchinson, Kansas. We respect our continued working relationship and plan to continue this good relationship long into the future.

The long term plan for CCGP may include the liquidation of this corporation and merging this elevator into the facilities that make up the Farmers Coop. We are in the process of doing our due diligence for the completion of this process. If you are interested in delivering to the Wichita market and this CCGP elevator, please call us and ask for details. You can access bids for CCGP by going to our website and looking under the grain heading and then direct delivery bids. Please call if you have any questions.

HERBICIDE TOLERANT CROPS

Doug Bates

Winter and early spring are great times for auctions and meetings. A person could eat pretty well if they planned their week according to the long list of extension, feed, seed, and agronomy meetings! The agronomy department recently held our annual spray clinic. Our partner/cooperative Winfield presented on many topics throughout the day with a special focus on chemical application.

The seed and chemical companies have been spending a fortune on advertising the new soybeans that will be resistant to either 2,4-D or Dicamba. At the moment, Monsanto has the edge on release, and RoundUp Ready Xtend beans may be available for the 2016 crop year. Dow Agrosciences will be releasing Enlist soybeans that are resistant to 2,4-D. Oddly enough, what is holding up that release is whether or not China approves of this technology.

If you have your own sprayer or rely on the Coop or other custom applicators, these chemicals

present challenges to us that need to be addressed and plans need to be formulated. Drift is becoming more and more of an issue as urban sprawl continues to occur, and with homeowners' having sensitive crops and gardens, we must go to extreme measures to combat drift from occurring.

We have been told that both Xtend and Enlist will have wording on the label that will put heavy restrictions on custom applicators. Some of the topics of conversation are buffers to protect sensitive areas and crops, wind restrictions that are much more stringent than current labels, and the use of specific nozzles. Buffer strips of up to 250 feet is the talk I have heard. You can imagine the problems with leaving that big of a buffer around a field; that can add up to several acres of untreated ground.

Nozzle selection has and will become an even more critical element in spraying as we go forward with new chemical formulations. We have become accustomed to using glyphosate

today. There hasn't been a new chemical compound released to the public for years; there are just new mixtures of the same old chemicals. All of the research money has gone to other projects because RoundUp worked so well. This overreliance on one chemical has caused resistance in certain parts of the country. Gone are the days of the \$10.00/acre weed-free fields. We are looking at considerable more investment to keep weeds at bay. Hopefully, we have learned from this overreliance on one compound and will follow labels as they are written.

You can be sure of one thing—your local cooperative has and continues to make the appropriate investments in personnel and equipment to handle the changes coming to the market. I would encourage you to attend these meetings, not only for the meal, but for the invaluable information presented that will hopefully help your farming operation.

Why is there such a push for additional crop chemical resistance? Weed resistance. We have overused certain chemical compounds in the past, and it has led us to where we are



Summer Harvest 2015 Planning & Preparing

Brad Scheer

any of these terminal locations as well!

Discount schedules will be available on our website as always. If there are any changes to discount schedule from last year, I will be sure to post the latest on our website. I also encourage each and every one of you to take advantage of Patron Access. We have many that now use it and really love it! For those of you that do not know what Patron Access is, it gives you the ability to view what grain has been delivered to all your accounts daily. You can print proof of yield reports, view grain contracts, and even print copies of tickets if they would come up missing. It is a great tool that I really encourage you to take advantage of as there is no cost to you.

Another nice feature we offer is direct deposit for your grain sales. We have more and more signing up for this all the time. You can even have more than one account into which money from your grain sales are deposited. The funds will hit the next business day, so there is no more waiting around for your checks to be delivered and no more trips to the bank to deposit them. Once again, all we need is a direct deposit authorization form filled out and returned to us so we can get you setup. Please get with me if you have any questions. Thanks! Now, get out there and do your rain dance!

We are a couple months away from what we all hope will be a successful wheat harvest. It seems as though we are still struggling trying to find some kind of relief from the ongoing drought that we find ourselves stuck in, though. Hopefully, Mother Nature will be kind to us and bless us with some much needed rains to help finish off our growing wheat crop.

I wanted to touch on some items concerning harvest since this will be the last newsletter issue that will go out before harvest hits. First, please get with me and let me know if there will be any changes to any accounts that you will be delivering grain on. It is very helpful to us on our end if we can have that information before the truck shows up on the scale ready to dump. If there are changes to splits, please give us that information as well so that we can also have that prepared beforehand. Secondly, for those that deliver grain directly to one of our participating terminals, please get with me before so that I can get you copies of the bill of lading that you will need. The terminals in our area that participate in the program with us are ADM Hutchison, Bartlett Grain, Gavilon, CCGP, and Scoular Wellington. If you are going to deliver to any of these terminals, please consider going through Farmers Coop as we offer the same bid with the opportunity for a little patronage on top of it. You can also forward contract grain with us delivered into

ALFALFA, PROTEIN & INCREASING PROFITS

Jaden DeVore

It is coming time to decide what you're going to do with some of your wheat ground. Are you going back to wheat, double-cropping a fall crop, or maybe leaving it fallow for next year's fall crop? How about putting it to alfalfa this fall?

Whether you have cows, feeder cattle, or no cattle at all, I think alfalfa can increase your profits. If you are supplementing cattle protein throughout the winter, alfalfa could be more economical than cubes or tubs. A bag of cubes cost \$8.76. Bulk cubes run \$0.15/pound. If you are feeding your cattle three pounds of cubes/head/day, that costs you \$0.45/head/day. If you have 100 mouths to feed, that's \$45.00 a day! I think there is a possibility to cut your protein cost by well over half.

If you would rotate some ground to alfalfa, I believe you could save almost \$0.32/head/day in a 100 head cow herd. That's a savings of \$32.00/day. I know if someone added \$32.00 a day to my paycheck, my wife would sure like it!

In the included chart, I have broken down the cost of alfalfa based on an acre/year expense. These numbers reflect an alfalfa stand that lasts five years. The seed cost is broken down over five years. The custom rates were numbers that I pulled from www.Agranager.info.

INPUT	COST Per Acre Per Year
Seed	\$19
Insecticide	\$16
Lime	\$8
Fertilizer	\$60
Custom Swathing Based on 4 cuttings @ \$13/acre	\$60
Custom Raking Based on 4 cuttings @ \$3/acre	\$12
Custom baling Based on 4 bales @ \$13/bale	\$52
Herbicide	\$35-\$60
TOTAL	\$262-292

The numbers are calculated for three tons/year yield.

The total cost comes to \$262.00/acre/year. If you yield three tons of alfalfa a year, your alfalfa only costs you \$0.04/lb. At a feed rate of 3 lbs/head/day, that costs you \$0.132/head/day compared to cubes at \$0.45/head/day.

If you don't own cattle but want a good rotation, alfalfa could be a good one to which to rotate. If you can sell your alfalfa for \$175.00/ton, and you can average 3 tons/acre, that is a \$525.00/acre gross. Subtract your \$262.00/acre expenses, and you are profiting \$263.00/acre.

Could you realistically sell three tons at \$175.00/ton? I'm not sure. Will the drought cause problems? Sure it will, but your alfalfa will probably be worth even more because it will be even harder to find. Your expenses should decrease, and you should still be able to make a profit. The numbers I figured will be different for everyone considering the prices of property taxes, cash rent, share cropping, or if you own your own haying equipment.

Here at the coop, we have a great Roundup ready alfalfa called Tomnica from Croplan, which is developed right here in Kansas and made to do well in our tough growing environments. For more information, please don't hesitate to call Doug Scheer or me for your seed needs. For west of Cheney, call Jaden DeVore at 316-217-1369. If you are east of Cheney, contact Doug Scheer at 316-772-2014.



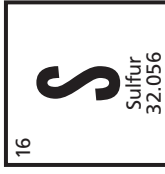
UNDERSTANDING SULFUR & ZINC as crop nutrients

James Renner

Kansans are very cognizant of our unpredictable weather during the spring time, which can change on a dime. Spring has definitely sprung, which reminds me of a quote by Mark Twain that reads, "In the spring, I have counted 136 different kinds of weather inside of 24 hours."

For this quarter's newsletter topic, I am going to focus on two crop nutrients that have become popular within the past few years as more and more research is evolving. We evaluate many soil samples throughout the year and have noticed many similarities that are starting to present themselves. A large percentage of soil samples are coming back deficient in Sulfur, Zinc, or sometimes both elements. I will cover the importance of both elements as it relates to crop production.

SULFUR



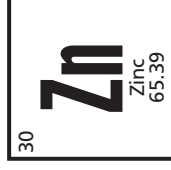
Sulfur is an essential nutrient for plant growth. It has become more talked about in recent years as deficiencies have become more frequent and the important role Sulfur plays in plant health is realized. Many refer to Sulfur as the "fourth macronutrient" after Nitrogen, Phosphorus, and Potassium. One of the largest roles Sulfur is essential for is the metabolism of Nitrogen. Sulfur is also a building block for oil crops, legumes, and forages. Because Sulfur is immobile in the plant, deficiencies mimic Nitrogen deficiencies to some degree and appear as light green or yellow areas in the field. The key difference between a Sulfur deficiency and a Nitrogen deficiency is that lack of Sulfur appears in the new growth or the upper parts of the plant where lack of Nitrogen appears in the older, lower leaves of the plant. A tissue sample along with a soil test is the best management practice when trying to determine if your fields are deficient in Sulfur.



Sulfur-deficient wheat. Photo by Dave Wengert, K-State Research and Extension.

ZINC

Like Sulfur, Zinc has also become a hot topic in recent years. Zinc is one of eight essential micronutrients. It is required by plants in only small amounts, but it is extremely crucial to plant development. Zinc deficiency is probably the most common micronutrient deficiency in crops world-wide. The deficiency of Zinc can result in substantial yield loss and crop quality. Many agree that yields can be reduced by upwards of 20% before visual symptoms of the deficiency occur. Once visual symptoms have appeared, yield loss has already occurred. Regular soil testing is the best practice to determine whether a Zinc application is required. We carry both liquid and dry formulations of Zinc at most of our fertilizer locations.



The cost to the producer associated with the loss of production is by far higher than the cost of any soil testing and/or tissue sampling. We have a wide variety of products available to address any Sulfur or Zinc requirements that you need whether your operation is setup for liquid and dry products.

Farmers Cooperative Elevator Company

1-800-525-7490
316-542-0463 (fax)

Location Phone Numbers

Anness: call Clonmel
Belmont: 620-297-3911
Cheney: 316-542-3181
1-800-525-7490
Main Office: 316-542-3182
TBA: 316-542-3381
Clonmel: 620-545-7138
Garden Plain: 316-535-2221
1-800-200-2122
GP Feed Store: 316-535-2291
Grain Market: 316-531-2681
Kingman: 620-532-2662
Murdock: call Cheney
Norwich: 620-478-2272
Pretty Prairie & Varner: 620-459-6513
Rago: call Belmont

SEEKING PHOTOGRAPHS

Do you have a great photograph that you would like to share with *Partners in Production*? We are looking for photographs to feature in upcoming issues. Photographs can be of your operation, a great farming moment captured on film, a stunning landscape, animals in nature, or anything that relates to agriculture, production, or our beautiful area. Submit photos to emilykerschen@hotmail.com, and we might just feature your picture in a future issue.

FARMERS COOPERATIVE ELEVATOR COMPANY

106 E. SOUTH AVENUE

P.O. BOX 340

CHENEY, KANSAS 67025



APRIL

April is finally here after what seems like the longest winter that I can remember. It is time to over seed any thin spots in your yard; however, fall is a better time if you can wait. If you don't plan on over seeding your lawn, you still have time to apply crabgrass preventers if you haven't done so already. Barricade and Dimension are the only two preventers that are considered season long. Dimension gives you an even longer window of application because it has the ability to not only prevent crabgrass, but to also kill it in its young stages. These preventers also do a good job of controlling Grassy Sandbur if you had this nasty annual grass last year.

Spot spray any broadleaf weeds with Weed Free Zone. If you have lots of weeds with little purple flowers in your yard, this is a weed called Henbit. Henbit, along with chickweed, are called winter annuals, which means that they actually germinated last fall. You can prevent them with an application of Barricade (Prodiamine) in September for a purple free lawn in the Spring.



JUNE

Bagworms should have hatched by now. They are really small and not easily seen; however, I assure you they are causing damage. Spraying Hi-Yield 38 Plus does a good job controlling this pest. Be sure to thoroughly spray the tree to reach the inside branches as well. Don't wait until your tree looks as if it has ornaments like a Christmas tree; by then, it is too late, and the only effective way of controlling them is hand-picking the bags.

It is now time to fertilize your warm season grasses. Examples of warm season grasses in Kansas are Buffalo, Bermuda, and Zoysia. These grasses are now actively growing and loving the warm temperatures and can benefit from an application or two of fertilizer.



MAY

If we were lucky enough to avoid a late freeze, we may have a fruit crop this year. If so, it is beneficial to thin the fruit so that the branches aren't overloaded. Branches that are overloaded will produce smaller fruit and run the risk of the branches breaking. Spray fruit with a fruit tree spray every 7-10 days as needed after blossom fall to control insects and disease.

Many types of sweet corn don't keep very long. To avoid all of your sweet corn being ready to pick at the same time, try staggering the plantings. Plant a block of corn then wait until that corn is up and growing an inch or two before planting the next block. Staggering allows you to enjoy the delicious fresh sweet corn longer.

